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Message Text

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PAGE 01 ABU DH 01900 220636Z

17
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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P R 220615Z SEP 75
FM AMEMBASSY ABU DHABI
TO SECSTATE WASHDC PRIORITY 3350
USDOC WASHDC

C O N F I D E N T I A L ABU DHABI 1900

COMMERCE FOR CAGSE

E.O. 11652: GDS
TAGS: BEXP, BTIO, TC
SUBJ: PRODUCT OPPORTUNITY: SUPPLY OF SEVEN GAS TURBINES FOR
NORTHERN EMIRATES

1. BEGIN UNCLASSIFIED. WALID BOHSALI, MANAGING DIRECTOR, AL-
QUBEISI CONTRACTINGHEND TRADING CO. HAS INFORMED EMBASSY OF UPCOMING
UAE TENDER FOR SUPPLY AND INSTALLATION OF FOLLOWING GAS TURBINES:

(A) 2 X 2 1/2 MEGAWATT - AJMAN
(B) 2 X 2 1/2 MEGAWATT, COMPLETE OUTDOOR POWER STATION -UMM AL-QAIWAIN

(C) 1 X 1 MEGAWATT - DAID (SHARJAH)
(D) 1 X 1 MEGAWATT - FALAJ AL-MU'ALLA (SHARJAH)
(E) 1 X 1 MEGAWATT, COMPLETE INTERIOR POWER STATION - FUJAIRAH
REQUIRED DELIVERY TIME IS MAY 1976. END UNCLASSIFIED.

2. BEGIN CONFIDENTIAL. ACCORDING TO BOHSALI, UAE MINISTRY OF
WATER AND ELECTRICITY OFFICIALS READY TO CONFER WITH PROSPECTIVE
SUPPLIERS TO DRAW UP TENDER DOCUMENTS. PUBLIC ANNOUNCEMENT OF
TENDER WILL THEN BE DELAYED TO SUCH EXTENT THAT OTHER SUPPLIERS
WILL UNABLE TO MEET DELIVERY TIMES. END CONFIDENTIAL.

3. BEGIN UNCLASSIFIED. ESTIMATZD COST IS $10 MILLION.

4. AL-QUBEISI CONTRACTING AND TRADING IS A 51 PERCENT SUBSIDIARY
OF THE RUBAYA ORGANIZATION. MOHAMMAD RUBAYA IS THE AGENT FOR
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GE ON ALL TURBINE TENDERS IN UAE. ACCORDING BOHSALI, GE NOT

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INTERESTED THIS PROJECT SINCE COMPANY DOES NOT SUPPLY TURBINES
OF SUCH SMALL CAPACITY. BOHSALI SUGGESTS FOLLOWING FIRMS MAY
BE INTERESTED:
(A) SOLAR POWER CORP, 186-T FORBES ROAD, BAINTREE, MASS 02184;
(B) TURBINE AND MARINE (EMBASSY BELIEVES THIS IS DIVISION OF
DELAVAL TURBINE, INC., 852 NOTTINGHAM WAY, TRENTON, NEW JERSEY
08602);
(C) CENTRAC (EMBASSY UNABLE TO IDENTIFY).
REQUEST USDOC ANT/OR NEA/ARP CONTACT ABOVE FIRMS AND OTHER
REPUTABLE U.S. FIRMS CONCERNING THIS OPPORTUNITY AND ADVISE EMBASSY
OF RESPONSE. INTERESTED U.S. FIRMS MAY CONTACT EMBASSY OR WALID
BOHSALI DIRECTLY (TELEX 2278 AH).

5. FYI. DEPENDING ON NUMBER OF FIRMS RESPONDING AND DEGREE OF
INTEREST SHOWN, BOHSALI WILLING TO PAY COMPLETE TRAVEL AND HOTEL
EXPENSES FOR REPRESENTATIVES OF U.S. FIRM IN ORDER TO CONDUCT
DIRECT NEGOTIATIONS WITH UAE MINISTRY OF WATER AND ELECTRICITY.
END FYI. END UNCLASSIFIED.
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Disposition Authority: greeneet
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